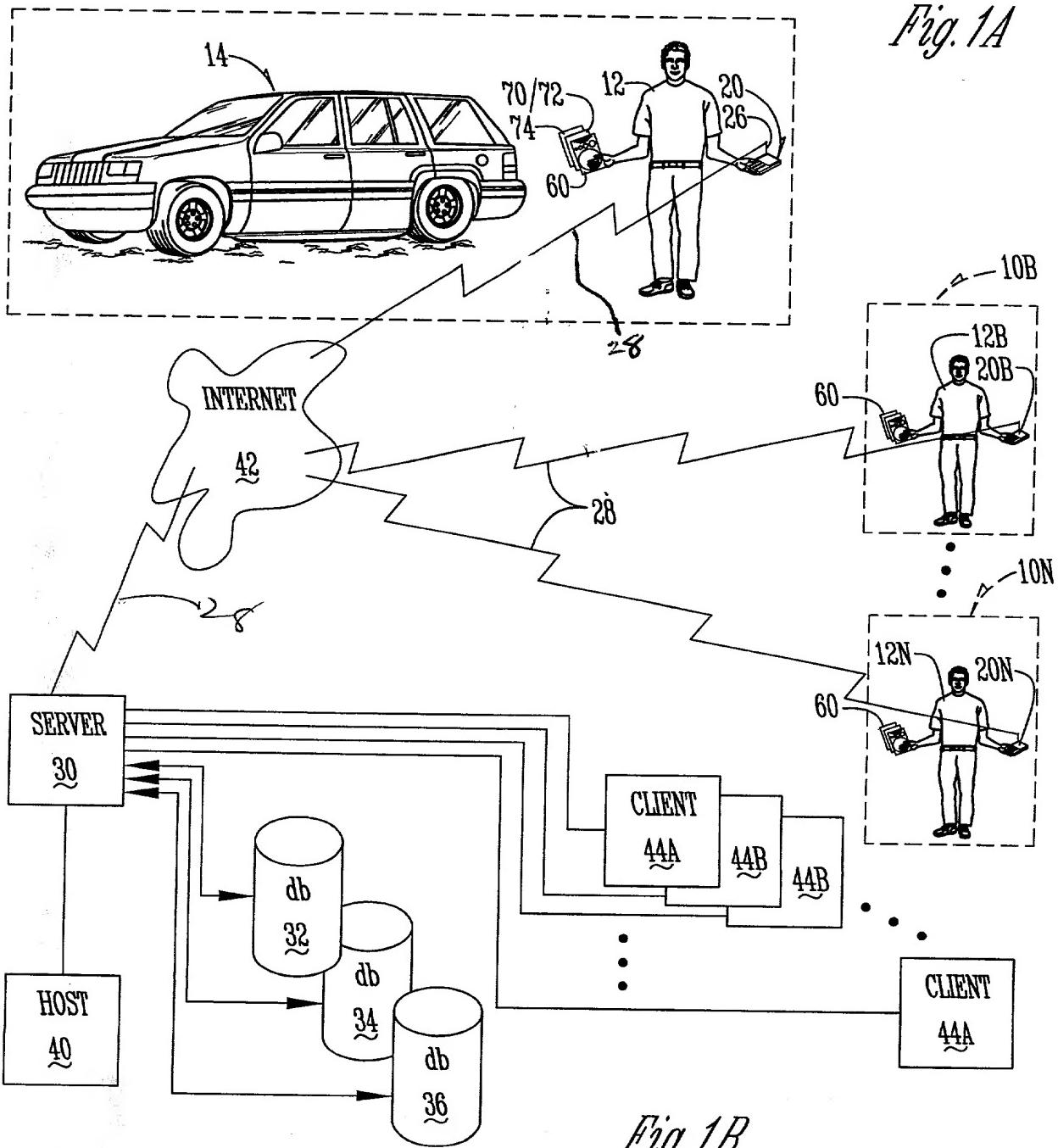


Fig. 1A



Dent EstimatorsTM Process Flow

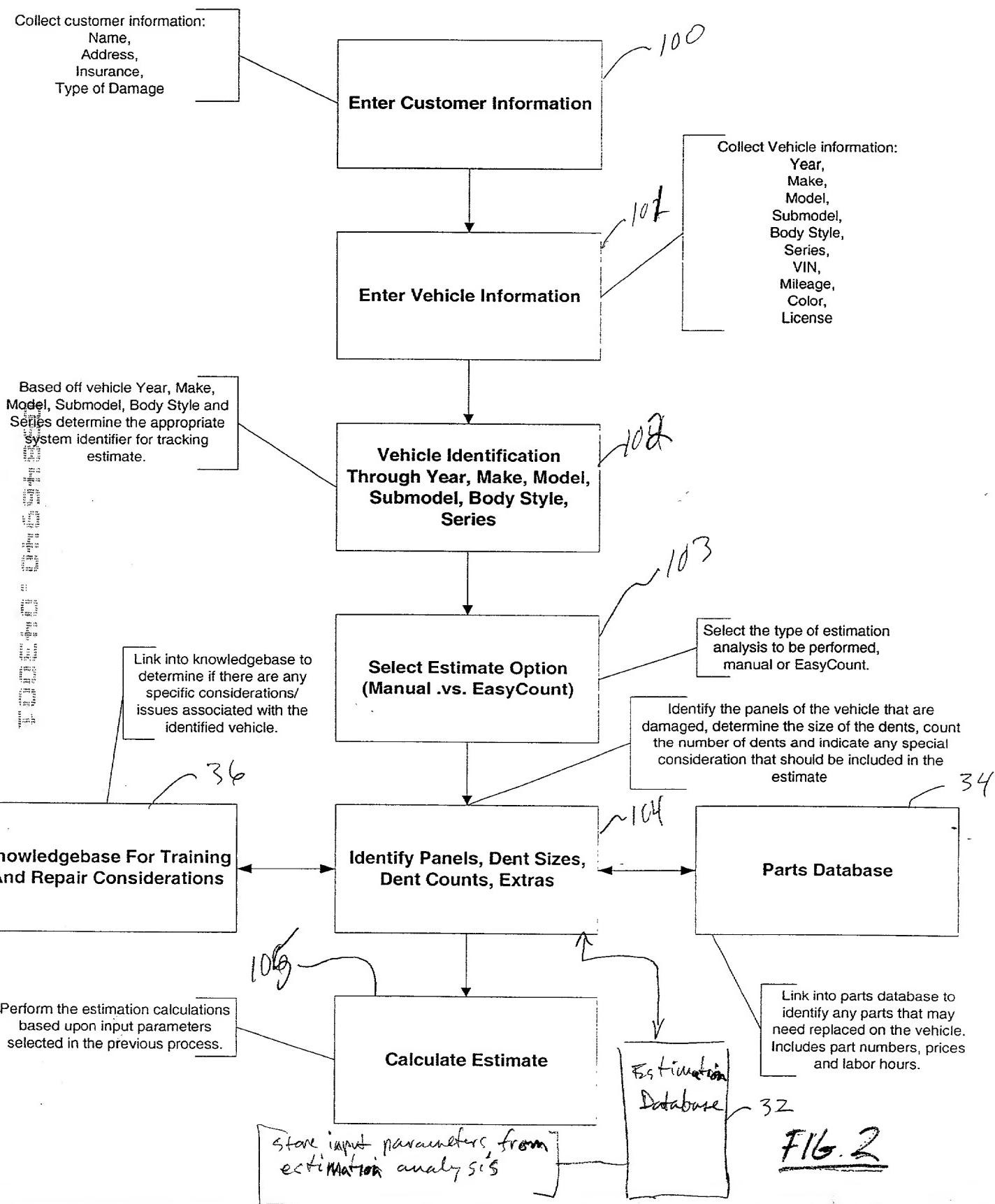


FIG. 2

Manual Count Steps;

1. Inspect the vehicle looking for any areas that might not be repaired using P.D.R
2. Using the D.E.C. template, find the largest and smallest hail dents on the vehicle and size them with the appropriate number on the template. Check off the sizes on the "Manual Count" worksheet provided.
3. Count the number of dents on each panel damaged starting at panel #1 and write down the amount of dents on the "Manual Count" worksheet in the area provided for each panel. (If there are more than approximately twenty dents on the vehicle you may want to use the "Easy Count" method.)
4. Take note of any molding damage, glass damage, or headliners that may have to be removed and check off the information on the worksheet in the proper area. (D.E.C. recommends that you carry a small magnet to check for aluminum panels. Although the " Estimate Wizard" will alert you to aluminum in most vehicle types, it is a good idea to double check as this information will affect the size of dents you should be estimating for P.D.R.)
5. Take the "Manual Count" worksheet to the computer, fill in the information from the worksheet and the D.E.C. estimating program will do the rest.

Easy Count Steps:

1. Inspect the vehicle looking for any areas that might not be repaired using P.D.R
2. Using the D.E.C. template, find the largest and smallest hail dents on the vehicle and size them with the appropriate number on the template. Check off the sizes on the "Easy Count" worksheet provided.(If there are approximately twenty dents or less ,you should use the "Manual Count" method.)
3. Using the D.E.C. template, find the largest cluster of dents on the vehicle. Place the 'Ring Count" ring over the cluster and count how many dents are in the ring.(It does not matter what panel you measure, but you must measure the largest cluster in order to make the estimate accurate.)
4. Take note of any molding damage, glass damage, or headliners that may have to be removed and check off the information on the worksheet in the proper area. (D.E.C. recommends that you carry a small magnet to check for aluminum panels. Although the" Estimate Wizard" will alert you to aluminum in most vehicle types, it is a good idea to double check as this information will affect the size of dents you should be estimating for P.D.R.)
5. Take the "Easy Count" worksheet to the computer, fill in the information from the worksheet and the D.E.C. estimating program will do the rest of the estimate. Its that simple!

74

FIG. 3

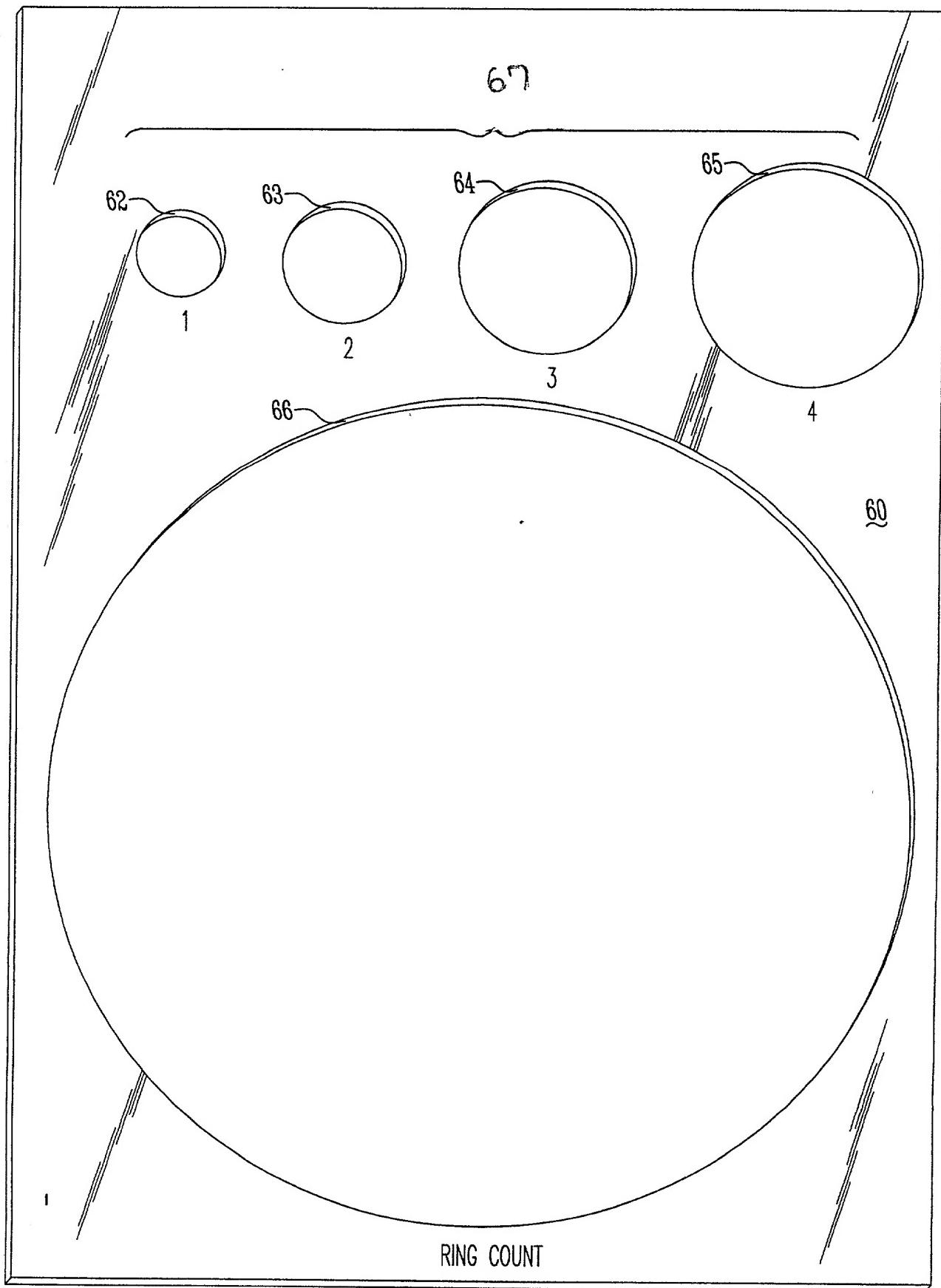


Fig. 4

EASY COUNT ESTIMATE

INSURED INFO:

MR.

NAME _____

MRS.

FIRST

M.

LAST

ADDRESS _____

CITY _____

STATE _____

ZIP CODE _____

PHONE # (____) _____

LICENCE # _____

{ 106

OTHER # (____) _____

INSURANCE CO. _____

CLAIM # (____) _____

TYPE OF LOSS _____

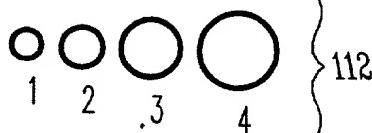
VIN # (____) _____

COLOR _____

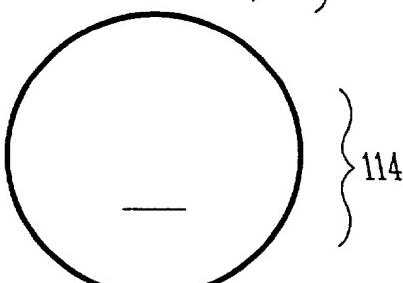
{ 108

70

CHECK DENT SIZES

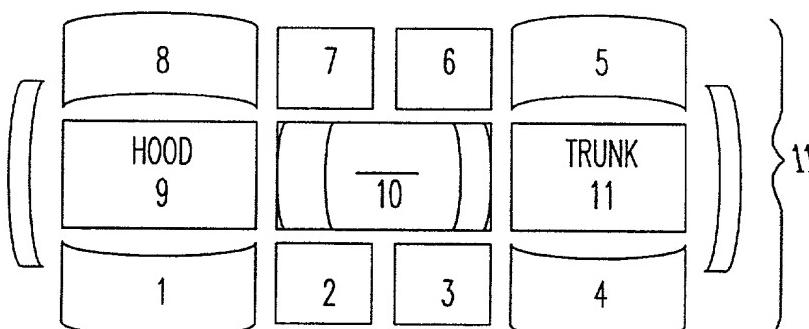


FILL IN # OF DENTS IN RING



RING COUNT

CHECK PANELS DAMAGED



1 PIECE HEADLINER

GLUED HEADLINER

GLASS DAMAGE

SUNROOF

ALUMINUM PANELS

MOLDINGS, COWL, SAIL, ETC.

MOLDINGS DAMAGED _____

OTHER INFO _____

{ 118

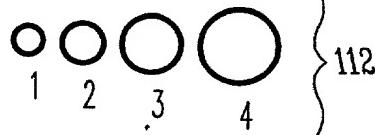
Fig. 5

MANUAL COUNT ESTIMATE

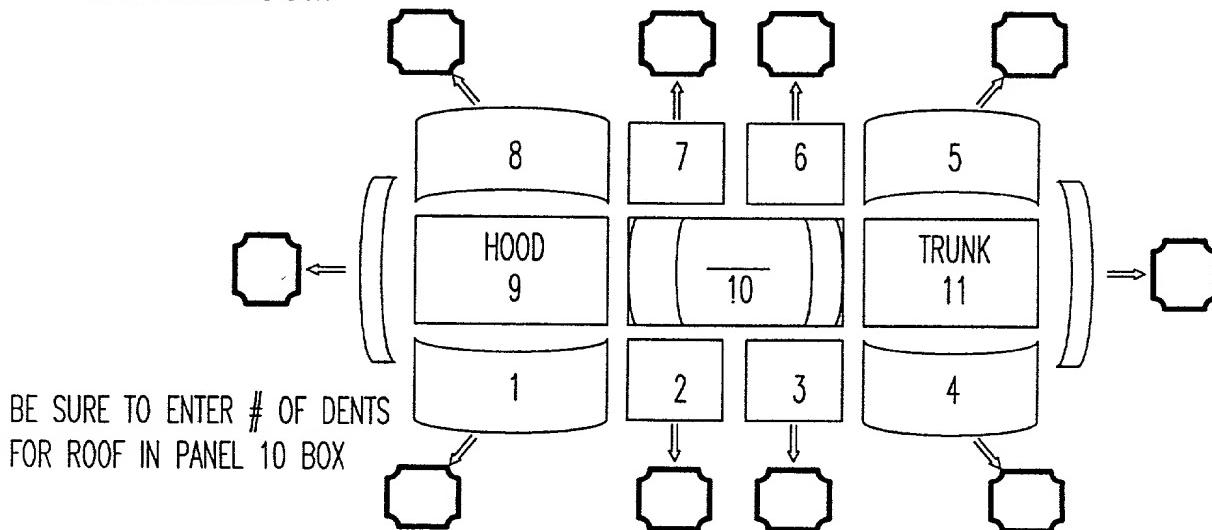
INSURED INFO:

MR. NAME _____
 MRS. FIRST M. LAST
 ADDRESS _____ CITY _____ STATE _____ ZIP CODE _____ } 106
 PHONE # (____) _____ LICENCE # _____
 OTHER # (____) _____ INSURANCE CO. _____
 CLAIM # (____) _____ TYPE OF LOSS _____
 VIN # (____) _____ COLOR _____ } 108

72 CHECK DENT SIZES



ENTER # OF DENTS PER PANEL
IN APPROPRIATE BOX



- | | | |
|--|--|---|
| <input type="checkbox"/> 1 PIECE HEADLINER | <input type="checkbox"/> GLUED HEADLINER | <input type="checkbox"/> GLASS DAMAGE |
| <input type="checkbox"/> SUNROOF | <input type="checkbox"/> ALUMINUM PANELS | <input type="checkbox"/> MOLDINGS, COWL, SAIL, ETC. } 118 |
| MOLDINGS DAMAGED _____ | | |
| OTHER INFO _____ | | |

Fig. 6

Dent Estimators.com

Estimate Worksheet

Customer Info:

Mr.

Ms.

Name _____

First

M.

Last

Address _____

City _____

State _____

Zip Code _____

Phone # (_____) _____

Insurance Co. _____

Other # (_____) _____

Appraised By _____

Licence # _____

Claim # _____

Make _____ Year _____

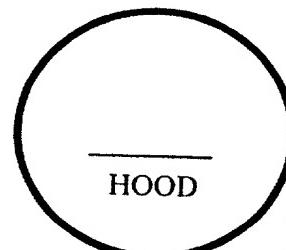
Vin # _____

Model _____

Color _____

Sub Model _____ Series _____

Check Dent Sizes



Ring Count

Fill in # of Dents in Rings
{If using Easy Count}

Check Panels Damaged
or write # of dents in
each panel {If using
Manual Count}

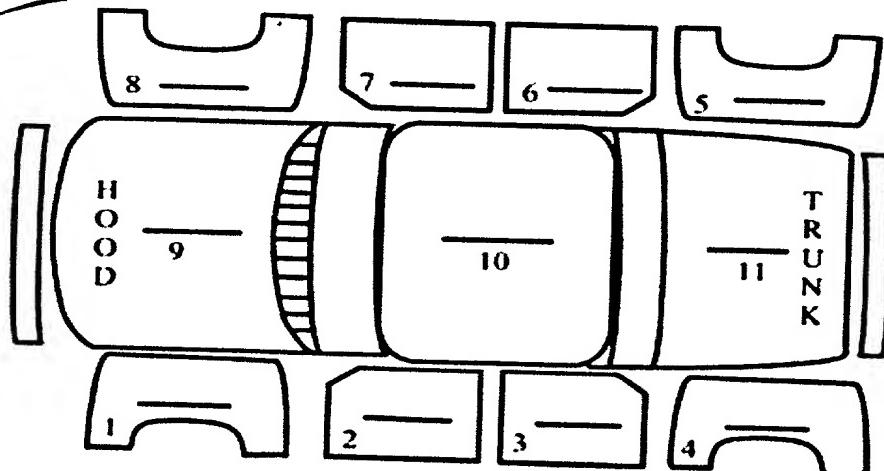


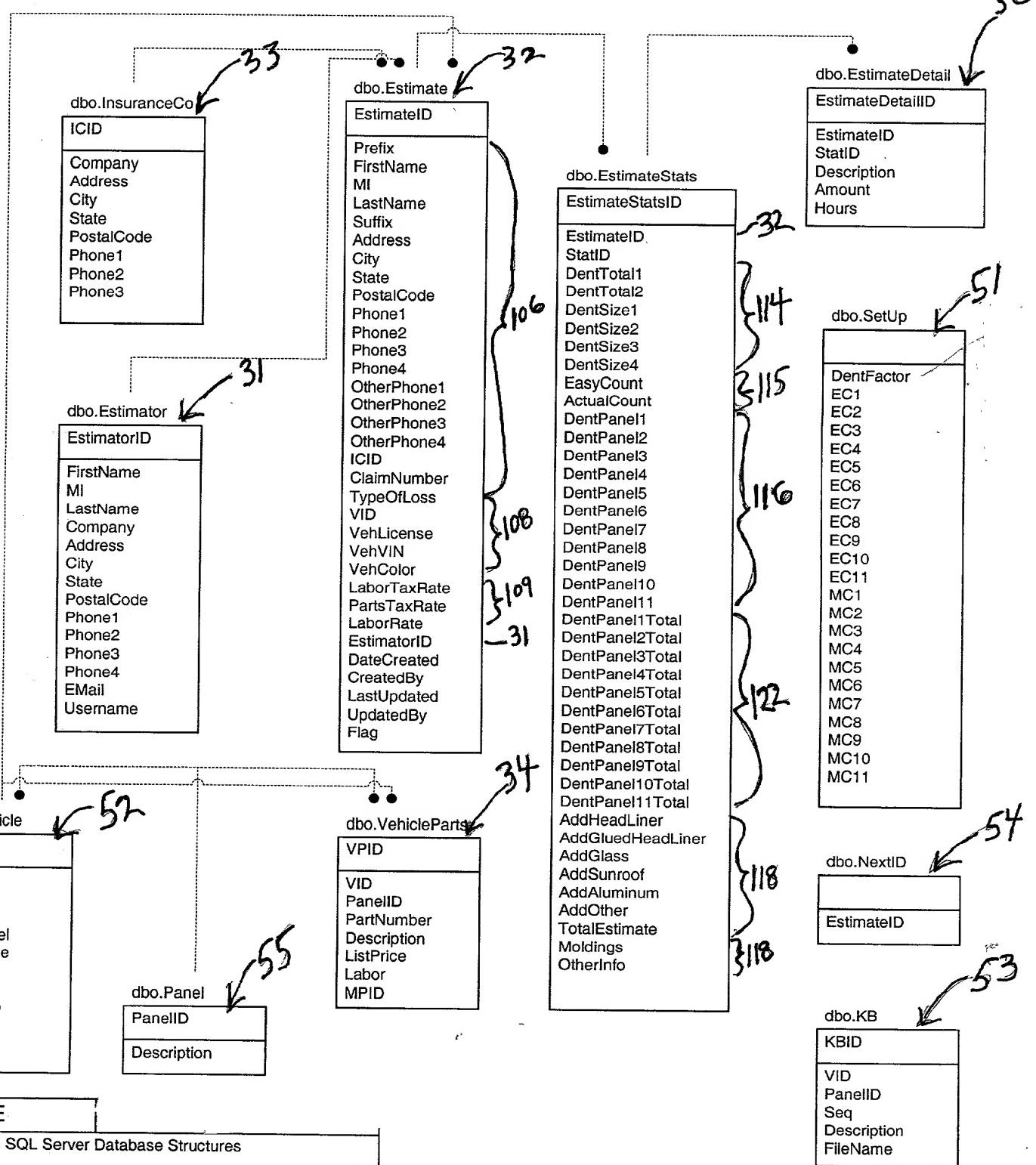
FIG. 7

Moldings Damaged
Other info _____

All estimates are based on unrepainted or unpainted vehicles. The D.E.C estimating system is to be used as a guide only, all final decisions should be based on appraisers evaluation.
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Dent Estimators Estimation System Specifications

Database Structures



DE
Dent Estimators SQL Server Database Structures

Dent Estimators Database Table Detail

TABLE NAME	POSITION	COLUMN NAME	DATA TYPE	LENGTH
Estimate	1	EstimateID	int	
Estimate	2	FirstName	nvarchar	60
Estimate	3	MI	nvarchar	20
Estimate	4	LastName	nvarchar	100
Estimate	5	Address	nvarchar	510
Estimate	6	City	nvarchar	100
Estimate	7	State	nvarchar	40
Estimate	8	PostalCode	nvarchar	40
Estimate	9	Phone1	nvarchar	6
Estimate	10	Phone2	nvarchar	6
Estimate	11	Phone3	nvarchar	8
Estimate	12	Phone4	nvarchar	30
Estimate	13	OtherPhone1	nvarchar	6
Estimate	14	OtherPhone2	nvarchar	6
Estimate	15	OtherPhone3	nvarchar	8
Estimate	16	OtherPhone4	nvarchar	30
Estimate	17	InsuranceCo	nvarchar	100
Estimate	18	PolicyNumber	nvarchar	100
Estimate	19	TypeOfLoss	nvarchar	100
Estimate	20	VID	int	
Estimate	21	VehVIN	nvarchar	50
Estimate	22	VehMileage	int	
Estimate	23	VehColor	nvarchar	50
Estimate	24	VehLicense	nvarchar	50
Estimate	25	VehLicenseState	nvarchar	50
Estimate	26	DentTotal	int	
Estimate	27	DentSize1	bit	
Estimate	28	DentSize2	bit	
Estimate	29	DentSize3	bit	

FIG. 9A

TABLE NAME	POSITION	COLUMN NAME	DATA TYPE	LENGTH
Estimate	30	DentSize4	bit	
Estimate	31	EasyCount	bit	
Estimate	32	ActualCount	bit	
Estimate	33	DentPanel1	bit	
Estimate	34	DentPanel2	bit	
Estimate	35	DentPanel3	bit	
Estimate	36	DentPanel4	bit	
Estimate	37	DentPanel5	bit	
Estimate	38	DentPanel6	bit	
Estimate	39	DentPanel7	bit	
Estimate	40	DentPanel8	bit	
Estimate	41	DentPanel9	bit	
Estimate	42	DentPanel10	bit	
Estimate	43	DentPanel11	bit	
Estimate	44	DentPanel1Total	int	
Estimate	45	DentPanel2Total	int	
Estimate	46	DentPanel3Total	int	
Estimate	47	DentPanel4Total	int	
Estimate	48	DentPanel5Total	int	
Estimate	49	DentPanel6Total	int	
Estimate	50	DentPanel7Total	int	
Estimate	51	DentPanel8Total	int	
Estimate	52	DentPanel9Total	int	
Estimate	53	DentPanel10Total	int	
Estimate	54	DentPanel11Total	int	
Estimate	55	AddHeadLiner	bit	
Estimate	56	AddGluedHeadLiner	bit	
Estimate	57	AddSunroof	bit	
Estimate	58	AddAluminum	bit	
Estimate	59	AddOther	bit	

FIG. 9B

TABLE NAME	POSITION	COLUMN NAME	DATA TYPE	LENGTH
Estimate	60	TotalEstimate	money	
Estimate	61	Moldings	nvarchar	1000
Estimate	62	OtherInfo	nvarchar	1000
Estimate	63	DateCreated	smalldatetime	
Estimate	64	CreatedBy	nvarchar	100
Estimate	65	LastUpdated	smalldatetime	
Estimate	66	UpdatedBy	nvarchar	100
EstimateDetail	1	EstimateDetailID	int	
EstimateDetail	2	EstimateID	int	
EstimateDetail	3	Description	nvarchar	510
EstimateDetail	4	Amount	money	
EstimateDetail	5	Hours	float	
KB	1	KBID	int	
KB	2	VID	int	
KB	3	PanelID	tinyint	
KB	4	Seq	int	
KB	5	Description	nvarchar	1000
KB	6	FileName	nvarchar	100
NextID	1	EstimateID	int	
Vehicle	1	VID	int	
Vehicle	2	Year	int	
Vehicle	3	Make	nvarchar	100
Vehicle	4	Model	nvarchar	100
Vehicle	5	SubModel	nvarchar	100
Vehicle	6	BodyStyle	nvarchar	100
Vehicle	7	Series	nvarchar	100
Vehicle	8	MID	int	
VehicleParts	1	VPID	int	
VehicleParts	2	VID	int	
VehicleParts	3	PanelID	tinyint	

FIG. 9C

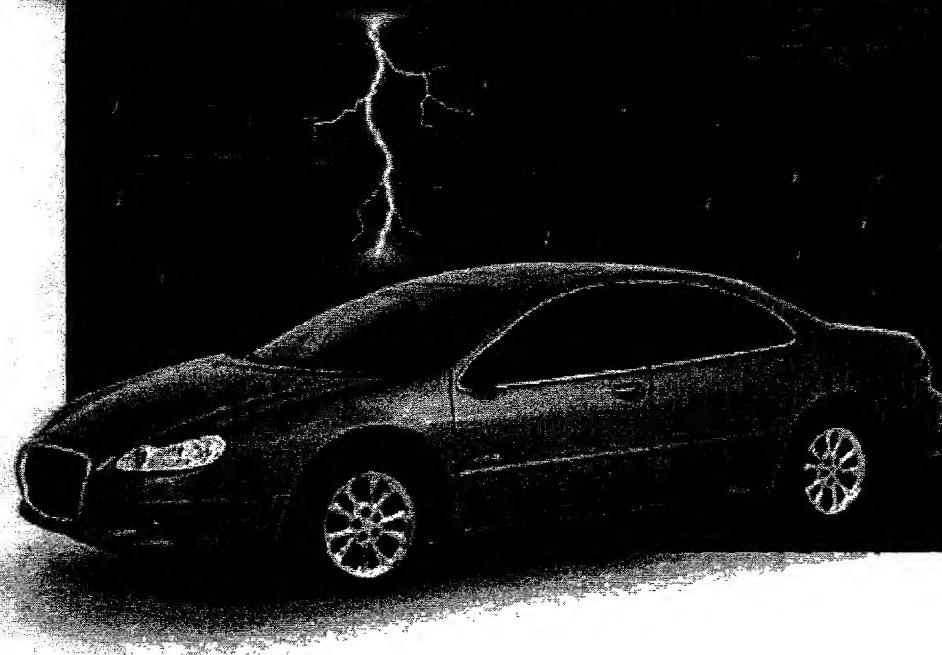
TABLE NAME	POSITION	COLUMN NAME	DATA TYPE	LENGTH
VehicleParts	4	PartNumber	nvarchar	100
VehicleParts	5	Description	nvarchar	200
VehicleParts	6	ListPrice	money	
VehicleParts	7	Labor	float	
VehicleParts	8	MPID	int	

FIG. 9D

J

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90
91

75

FIG. 10



Welcome Keith Volquardsen!

Estimation Inventory

32/106

52/108

	Name	Address	Vehicle	Updated
Edit	Delete	JACK P FLASH		Apr 30, 01
Edit	Delete	Mrs. TAMMY L VOLQUARDSEN	URBANDALE	Apr 30, 01
Edit	Delete	Mr. JASON WEYER	6367 VISTA DRIVE WEST DES MOINES IA 50266	Apr 26, 01

HELP

PRINT

92

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76
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Fig. 11

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Customer Information

Prefix First Name MI Last Name Suffix

Dr. John P. Smith Jr.

Address City State Zip Code

12345 Main Street Des Moines IA 50322

Phone Number Other Phone Number

(515) 555 - 4545 Ext. (515) 555 - 4545 Ext.

106

Auto Artists Information

Estimate Number	Description	Type Of Loss	Prepaid
4844515	Hail Damage	Hail	\$ 0.00

HELP

SEARCH

93

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Keith

Keith

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77

FIG. 12

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Current Vehicle Selection:

52

Year	Manufacturer*	Model*	Series*
2001	Ford	exp	

* Please note, not all information is required to do a search. Enter as much information as you know and the system will the search on that information. For example, if you enter "for" in the Manufacturer field and leave the Model and Series fields blank the system will retrieve all vehicles that have their manufacturer begin with "for".

HELP

CONTINUE

SEARCH

94

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93

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78

FIG. 13



Vehicle Inventory

Vehicle	
Select	2001 Ford Explorer Eddie Bauer Utility
Select	2001 Ford Explorer Limited Utility
Select	2001 Ford Explorer Sport Utility
Select	2001 Ford Explorer Sport Trac Utility
Select	2001 Ford Explorer XLS Utility
Select	2001 Ford Explorer XLT Utility
Select	If unable to locate the vehicle, enter the information here and click select.

HECP

SERIAL

94

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79

FIG. 14



Enter Vehicle and Estimation Details

2001 Ford Explorer Eddie Bauer Utility

License VIN Color

JJJ 541

VIN

JK455456456456456

Color

Red

} 108

Estimation Inputs

Labor Rate (\$)

50.00

109

Tax Rate (Labor)

6.00 %

Tax Rate (Parts)

6.00 %

115A

115B



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80
2

FIG. 15



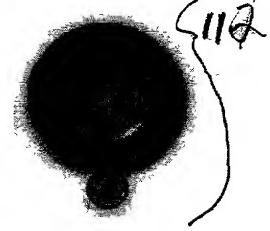
\$1

Manual Count

FIG. 16A

2001 Ford Explorer Eddie Bauer Utility

Indicate the dent sizes by clicking on the appropriate size. If multiple sizes are observed, be sure to check all that apply.



Enter the number of dents for each panel that has damage.



0



0

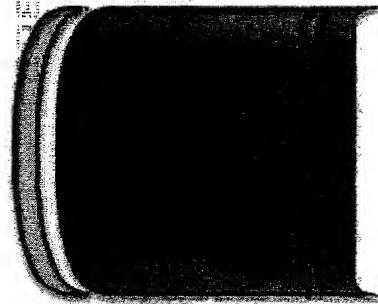


0

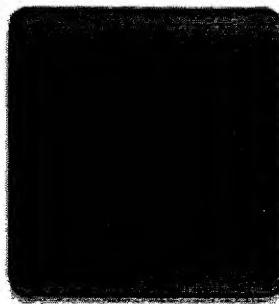


117

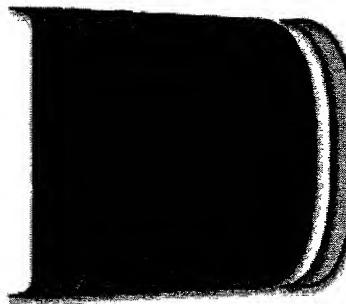
122



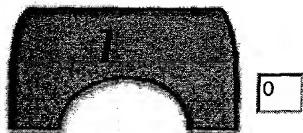
25



25



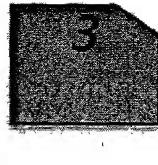
25



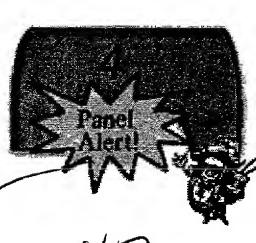
0



0



0



0

117

Parts to be included in the estimate.

Panel	Part Number	Description	List Price	Labor
Delete	Right Rear Door	F1TZ 78255A60 A Moulding, Upper Window R R	\$108.40	2.00

ESTIMATORS

Indicate any additional considerations that should be included in the estimate.

- 1 Piece Headliners R & I Glued Headliners Glass Damage
 Sunroof Aluminum Panels Other (cowl/sail/etc.)

{ 118



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F16.16B

Auto Artists

3831 70th Street

Urbandale, IA 50322

515.270.8889 FAX 515.334.9579

Customer Name Address Phone Other Phone
John P. Smith 12345 Main Street Des Moines IA 50322 (515) 555-4545 (515) 555-4545

106

Company Estimate Number Description Type Of Loss
Auto Artists 4844515 Hail Damage Hail

Vehicle VIN Color License
001 Ford Explorer Eddie Bauer Utility JK455456456456456 Red JJJ 541

108

50

Description	Amount	Hours
Roof	\$335.75	6.71
Door	\$493.82	9.88
Deck/Trunk	\$247.23	4.94
Piece Headliner R & I	\$100.00	0.00
Moulding, Upper Window R R	\$208.40	2.00
Door Explorer Moulding, Upper Window R	\$101.25	1.30
Total	\$1,486.45	24.84
Labor Tax	\$80.51	
Parts Tax	\$8.68	
Less Prepaid	\$0.00	
Estimate Total	\$1,575.63	

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82

F16, 17



Easy Count

2001 Ford Explorer Eddie Bauer Utility

Fig. 18A

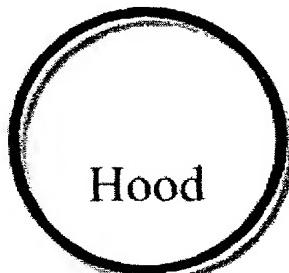
Wizard

Indicate the dent sizes by clicking on the appropriate size. If multiple sizes are observed, be sure to check all that apply.



112

Enter the number of dents found in the rings.



Hood

5



Roof or Trunk

5

114

Ring Count

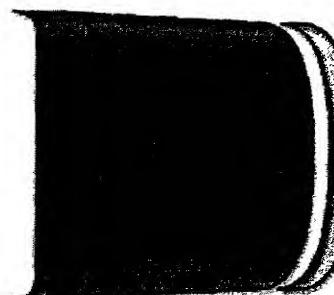
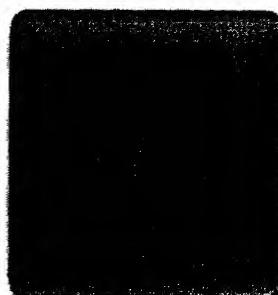
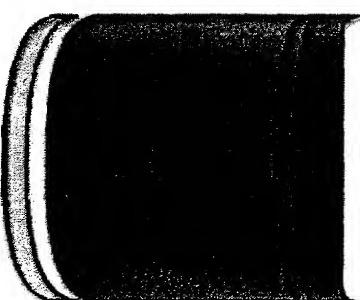
Select the panels with damage by clicking on the check mark next to each panel. To unselect just re-click the check mark.

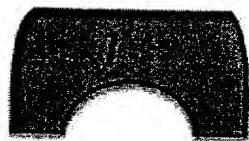


117



116





117

119

Parts to be included in the estimate.

Panel	Part Number	Description	List Price	Labor
Right Rear Door	F1TZ 78255A60 A	Moulding, Upper Window R R	\$108.40	2.00
Right Front Door	F67Z 7820492 AAA	4 Door Explorer Moulding, Upper Window R	\$36.25	1.30



Indicate any additional considerations that should be included in the estimate.

1 Piece Headliners R & I

Glued Headliners

Glass Damage

Sunroof

Aluminum Panels

Other (cowl/sail/etc.)

118

120



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FIG. 18B

Auto Artists

3831 70th Street
Urbandale, IA 50322

515.270.8889 FAX 515.334.9579

<u>Customer Name</u>	<u>Address</u>	<u>Phone</u>	<u>Other Phone</u>
John P. Smith	12345 Main Street Des Moines IA 50322	(515) 555-4545	(515) 555-4545

106

<u>Company</u>	<u>Estimate Number</u>	<u>Description</u>	<u>Type Of Loss</u>
Auto Artists	4844515	Hail Damage	Hail

108

<u>Vehicle</u>	<u>VIN</u>	<u>Color</u>	<u>License</u>
001 Ford Explorer Eddie Bauer Utility	JK455456456456456	Red	JJJ 541

108

<u>Description</u>	<u>Amount</u>	<u>Hours</u>
Flood	\$395.14	7.90
Top	\$592.70	11.85
Deck/Trunk	\$296.35	5.93
Piece Headliner R & I	\$100.00	0.00
Moulding, Upper Window R R	\$208.40	2.00
Door Explorer Moulding, Upper Window R	\$101.25	1.30
Total	\$1,693.84	28.98
Labor Tax	\$92.95	
Parts Tax	\$8.68	
Less Prepaid	\$0.00	
Estimate Total	\$1,795.47	

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84

F16.19



2001 Ford Explorer Eddie Bauer Utility

Left Front Door

Part Number	Description	List Price	Labor
Select F67Z 7820493 AAA	Mountaineer Moulding, Upper Window L	\$36.03	1.30
Select F77Z 7825597 AAA	W/Strip, Outer Belt L 97-01	\$20.90	0.30

Left Rear Door

Part Number	Description	List Price	Labor
Select F1TZ 7821453 A	Outer 4 Door Explorer W/Strip, Belt L	\$30.77	0.30
Select F1TZ 78255A61 A	Moulding, Upper Window L	\$108.40	2.00

Right Rear Door

Part Number	Description	List Price	Labor
Select F1TZ 78255A60 A	Moulding, Upper Window R R	\$108.40	2.00
Select F1TZ 78255A60 A	Moulding, Upper Window R R	\$108.40	2.00
Select F1TZ 9821452 A	Outer 2 Door Explorer W/Strip, Belt R	\$26.67	0.30
Select F1TZ 7821452 A	Outer 4 Door Explorer W/Strip, Belt R	\$29.02	0.30

Right Front Door

Part Number	Description	List Price	Labor
Select F67Z 7820492 AAA	4 Door Explorer Moulding, Upper Window R	\$36.25	1.30
Select F67Z 7820492 AAA	Mountaineer Moulding, Upper Window R	\$36.25	1.30
Select F77Z 7825596 AAA	W/Strip, Outer Belt R 97-01	\$20.90	0.30

Additional Parts

Part Number	Description	List Price	Labor
Id			



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85
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Fig. 20

2001 Ford Explorer Eddie Bauer Utility

There is extremely tight bracing in the front doors, be aware not to estimate too large of dents in this area.



Also the rear quarters have limited access. Smaller hail dents are O.K. in this area.



86
N

FIG. 21